

October 2024



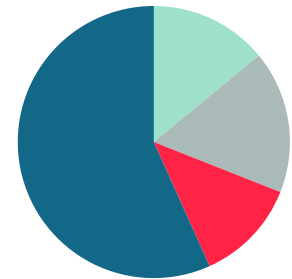
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2024 for MLS Technology Inc.

Compared Metrics	2023	October 2024	+/-%
Closed Listings	47	48	2.13%
Pending Listings	39	58	48.72%
New Listings	68	87	27.94%
Average List Price	222,846	213,382	-4.25%
Average Sale Price	215,798	206,265	-4.42%
Average Percent of Selling Price to List Price	96.73%	96.22%	-0.52%
Average Days on Market to Sale	52.68	38.81	-26.33%
End of Month Inventory	202	194	-3.96%
Months Supply of Inventory	3.84	4.16	8.58%



- Closed (14.04%)
- Pending (16.96%)
- Other OffMarket (12.28%)
- Active (56.73%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of October 31, 2024 = **194**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2024 decreased **3.96%** to 194 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **4.16** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.42%** in October 2024 to \$206,265 versus the previous year at \$215,798.

Average Days on Market Shortens

The average number of **38.81** days that homes spent on the market before selling decreased by 13.87 days or **26.33%** in October 2024 compared to last year's same month at **52.68** DOM.

Sales Success for October 2024 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 87 New Listings in October 2024, up **27.94%** from last year at 68. Furthermore, there were 48 Closed Listings this month versus last year at 47, a **2.13%** increase.

Closed versus Listed trends yielded a **55.2%** ratio, down from previous year's, October 2023, at **69.1%**, a **20.18%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2024



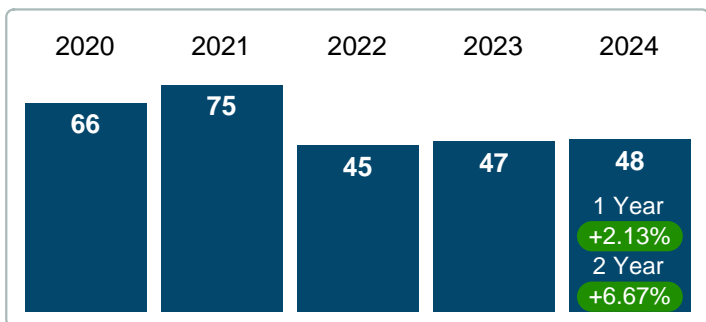
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



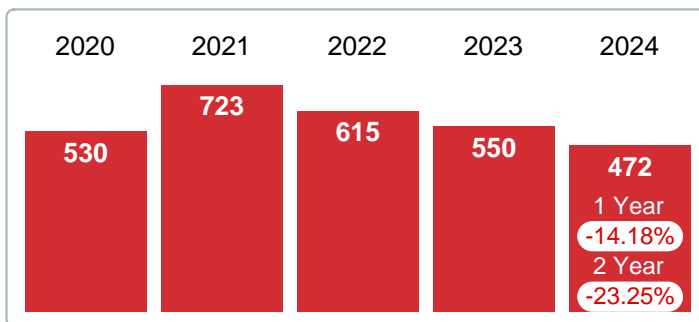
CLOSED LISTINGS

Report produced on Nov 11, 2024 for MLS Technology Inc.

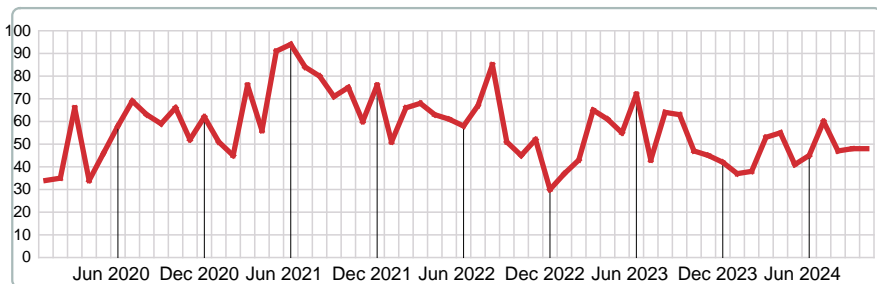
OCTOBER



YEAR TO DATE (YTD)

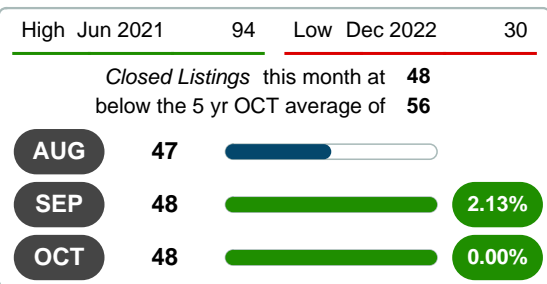


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	10.42%	26.0	5	0	0	0
\$50,001 - \$100,000	3	6.25%	40.3	1	2	0	0
\$100,001 - \$125,000	4	8.33%	80.3	3	1	0	0
\$125,001 - \$175,000	12	25.00%	35.0	2	7	3	0
\$175,001 - \$250,000	12	25.00%	19.4	2	10	0	0
\$250,001 - \$375,000	7	14.58%	46.9	0	5	2	0
\$375,001 and up	5	10.42%	62.0	0	2	2	1
Total Closed Units	48			13	27	7	1
Total Closed Volume	9,900,700	100%	38.8	1.33M	6.20M	1.97M	401.00K
Average Closed Price	\$206,265			\$102,415	\$229,667	\$281,043	\$401,000

October 2024



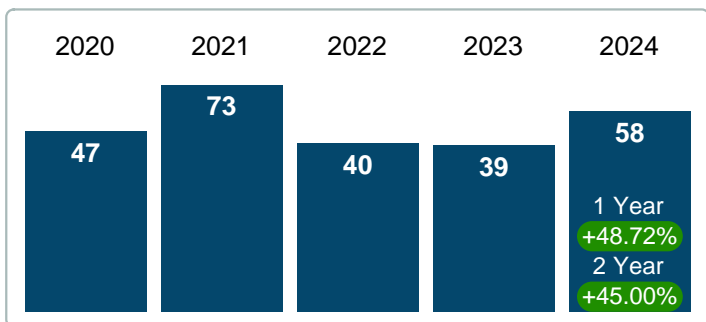
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



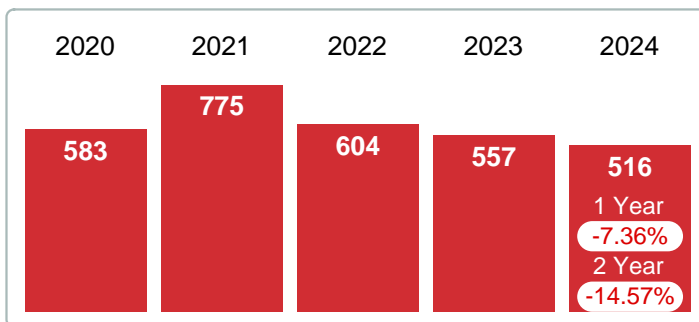
PENDING LISTINGS

Report produced on Nov 11, 2024 for MLS Technology Inc.

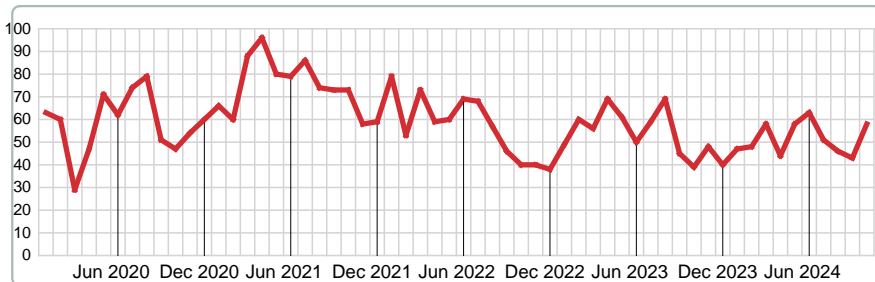
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **58**
above the 5 yr OCT average of **51**

AUG	46	<div style="width: 90%;"></div>
SEP	43	<div style="width: 84%;"></div> -6.52%
OCT	58	<div style="width: 116%;"></div> 34.88%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.17%	71.0	1	2	0	0
\$75,001 - \$125,000	6	10.34%	55.0	3	2	1	0
\$125,001 - \$150,000	13	22.41%	64.1	3	9	1	0
\$150,001 - \$225,000	12	20.69%	61.4	1	9	2	0
\$225,001 - \$250,000	5	8.62%	35.6	0	4	1	0
\$250,001 - \$400,000	13	22.41%	43.6	2	7	3	1
\$400,001 and up	6	10.34%	123.8	0	1	4	1
Total Pending Units	58			10	34	12	2
Total Pending Volume	15,993,300	100%	50.1	1.54M	7.14M	5.92M	1.40M
Average Listing Price	\$266,000			\$153,580	\$210,000	\$493,125	\$700,000

October 2024



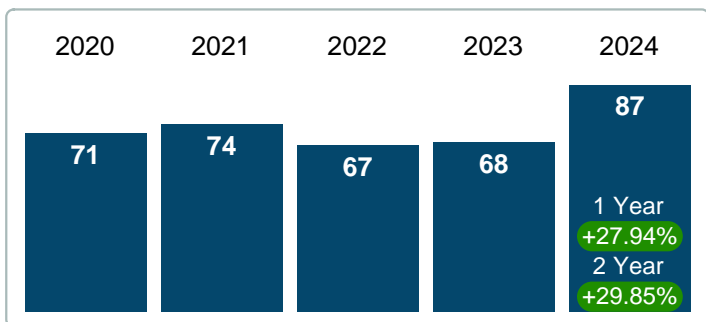
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



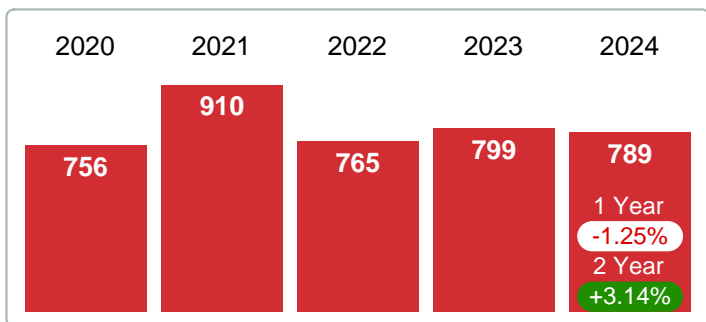
NEW LISTINGS

Report produced on Nov 11, 2024 for MLS Technology Inc.

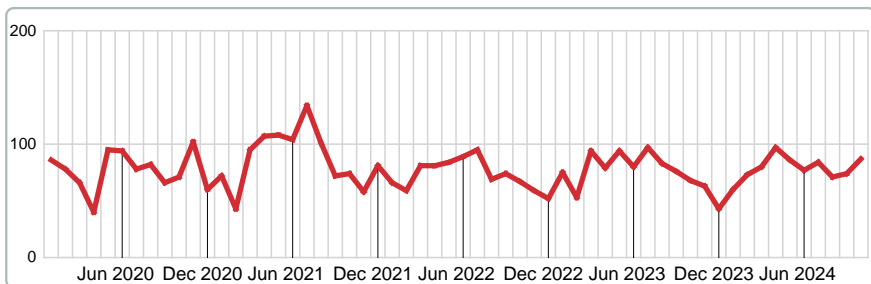
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

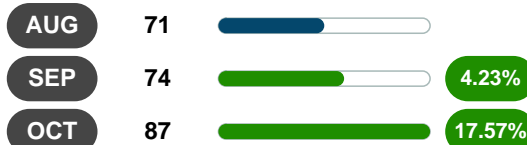


3 MONTHS

5 year OCT AVG = 73

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **87**
above the 5 yr OCT average of **73**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.05%	3	4	0	0
\$75,001 - \$100,000	9	10.34%	4	4	1	0
\$100,001 - \$150,000	15	17.24%	3	10	2	0
\$150,001 - \$225,000	19	21.84%	2	16	1	0
\$225,001 - \$300,000	16	18.39%	1	11	4	0
\$300,001 - \$425,000	12	13.79%	1	3	6	2
\$425,001 and up	9	10.34%	0	5	3	1
Total New Listed Units	87		14	53	17	3
Total New Listed Volume	19,738,950	100%	1.85M	11.42M	5.22M	1.24M
Average New Listed Listing Price	\$152,000		\$132,457	\$215,499	\$307,018	\$414,600

October 2024



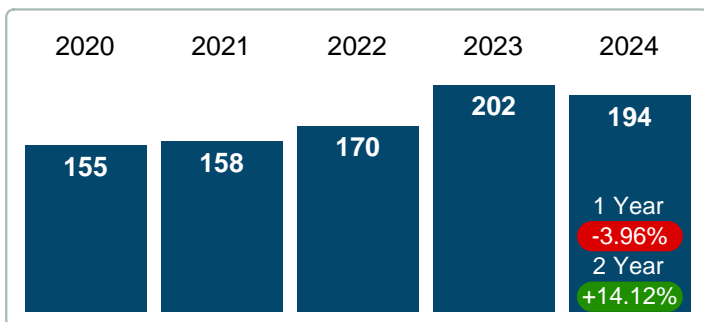
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



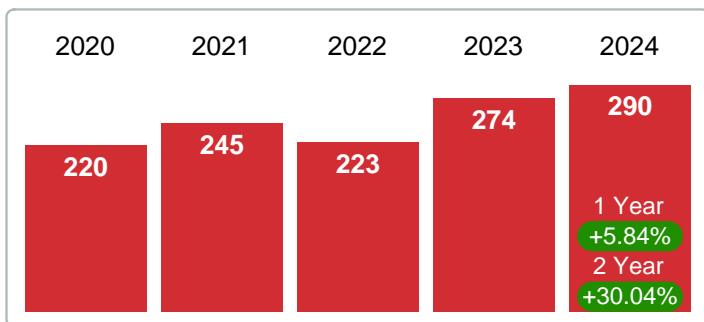
ACTIVE INVENTORY

Report produced on Nov 11, 2024 for MLS Technology Inc.

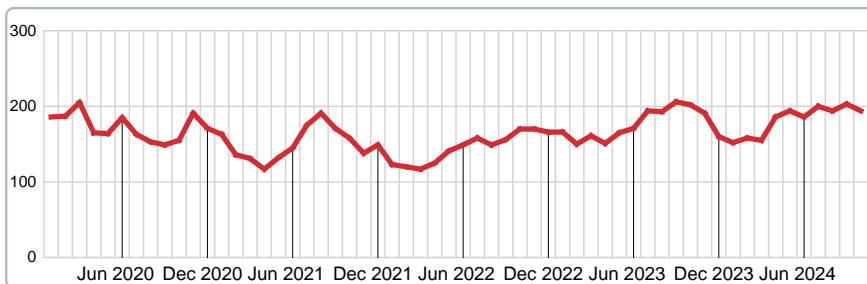
END OF OCTOBER



ACTIVE DURING OCTOBER

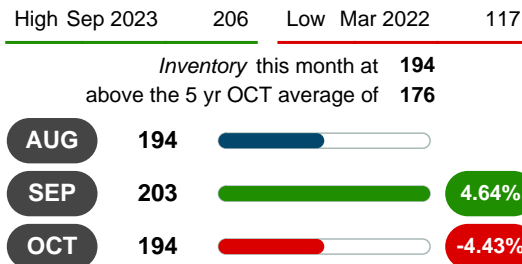


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 176



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	6.70%	78.8	5	7	1	0
\$75,001 - \$125,000	26	13.40%	62.8	14	11	1	0
\$125,001 - \$175,000	27	13.92%	56.7	4	22	1	0
\$175,001 - \$275,000	46	23.71%	69.4	8	32	6	0
\$275,001 - \$375,000	31	15.98%	70.5	2	15	11	3
\$375,001 - \$650,000	32	16.49%	57.8	0	17	10	5
\$650,001 and up	19	9.79%	128.1	4	7	2	6
Total Active Inventory by Units	194			37	111	32	14
Total Active Inventory by Volume	64,461,497	100%	71.4	9.30M	33.37M	11.38M	10.42M
Average Active Inventory Listing Price	\$332,276			\$251,218	\$300,591	\$355,744	\$744,079

October 2024



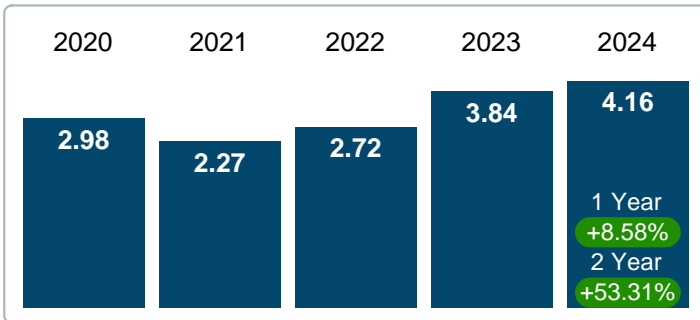
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



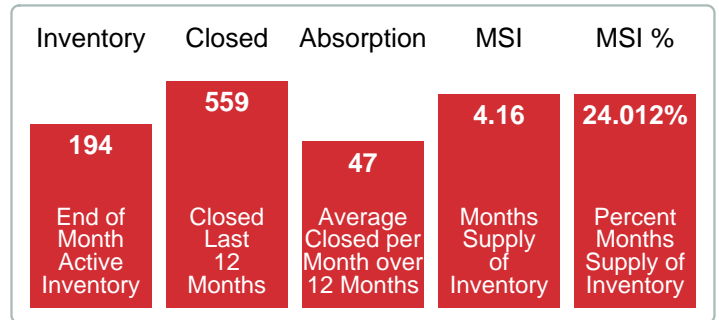
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Nov 11, 2024 for MLS Technology Inc.

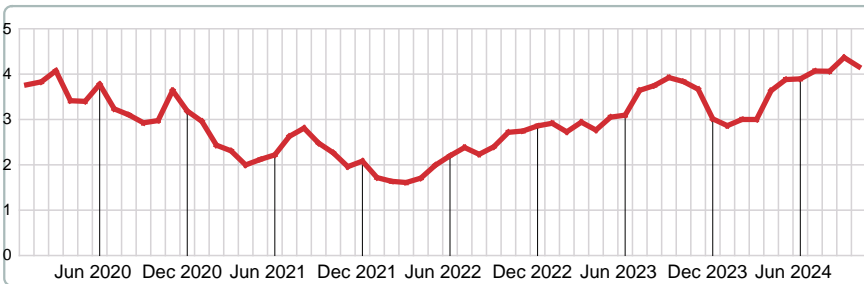
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

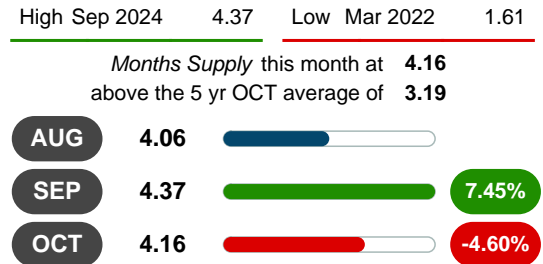


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.19



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	6.70%	2.11	1.62	2.47	4.00	0.00
\$75,001 - \$125,000	26	13.40%	3.71	5.42	3.22	1.00	0.00
\$125,001 - \$175,000	27	13.92%	2.97	1.92	3.57	1.20	0.00
\$175,001 - \$275,000	46	23.71%	3.86	9.60	3.46	4.50	0.00
\$275,001 - \$375,000	31	15.98%	4.59	8.00	3.91	4.13	0.00
\$375,001 - \$650,000	32	16.49%	7.11	0.00	8.16	6.32	12.00
\$650,001 and up	19	9.79%	16.29	48.00	14.00	8.00	18.00
Market Supply of Inventory (MSI)			4.16	3.96	3.95	4.04	11.20
Total Active Inventory by Units		100%	4.16	37	111	32	14

October 2024



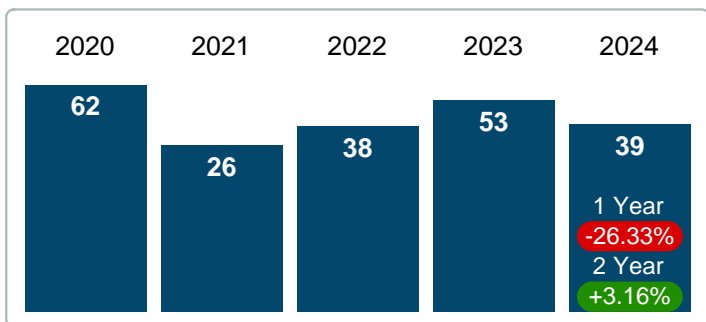
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



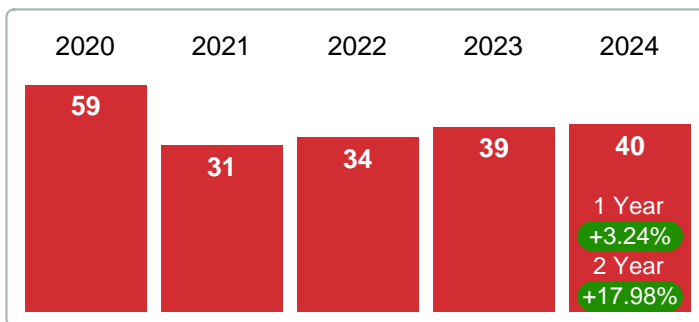
AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 11, 2024 for MLS Technology Inc.

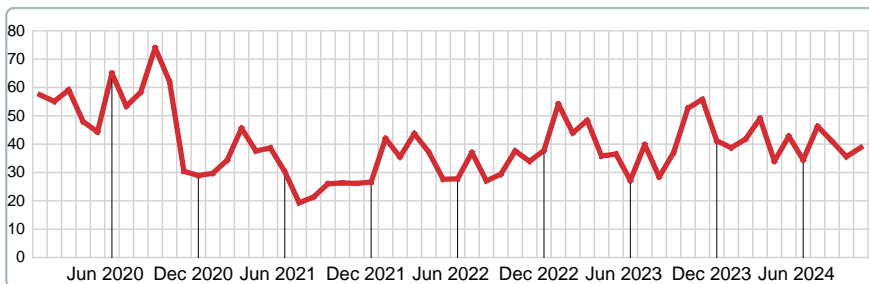
OCTOBER



YEAR TO DATE (YTD)

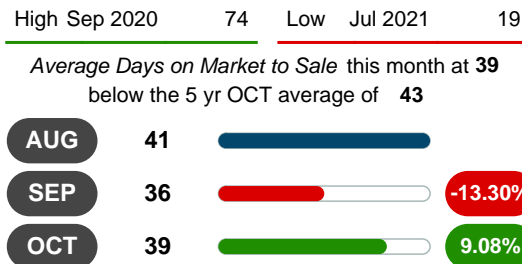


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10.42%	26	26	0	0	0
\$50,001 - \$100,000	6.25%	40	63	29	0	0
\$100,001 - \$125,000	8.33%	80	77	89	0	0
\$125,001 - \$175,000	25.00%	35	19	47	19	0
\$175,001 - \$250,000	25.00%	19	41	15	0	0
\$250,001 - \$375,000	14.58%	47	0	65	2	0
\$375,001 and up	10.42%	62	0	133	2	41
Average Closed DOM		39	42	45	9	41
Total Closed Units	100%	39	13	27	7	1
Total Closed Volume		9,900,700	1.33M	6.20M	1.97M	401.00K

October 2024



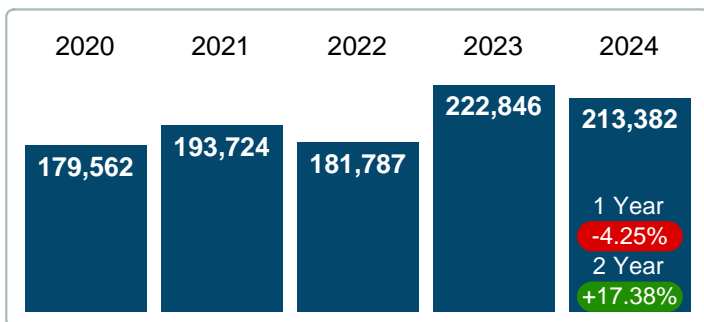
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



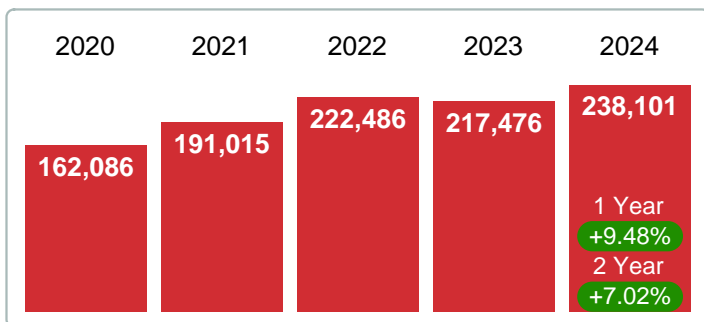
AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 11, 2024 for MLS Technology Inc.

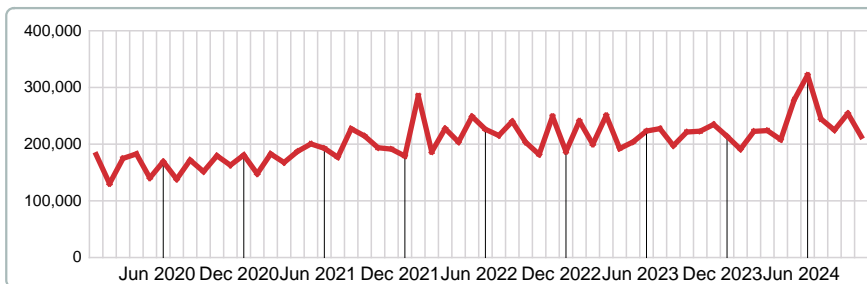
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 198,260

High Jun 2024 321,814 Low Feb 2020 130,397

Average List Price at Closing this month at **213,382**
above the 5 yr OCT average of **198,260**

- AUG** 224,753
- SEP** 254,185 (+13.10%)
- OCT** 213,382 (-16.05%)

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8.33%	41,125	44,050	0	0	0
\$50,001 - \$100,000	8.33%	77,613	79,900	92,450	0	0
\$100,001 - \$125,000	6.25%	114,633	121,600	118,000	0	0
\$125,001 - \$175,000	27.08%	145,992	164,500	145,557	133,667	0
\$175,001 - \$250,000	25.00%	206,333	222,450	203,110	0	0
\$250,001 - \$375,000	12.50%	301,467	0	308,760	324,950	0
\$375,001 and up	12.50%	540,133	0	769,450	458,500	400,000
Average List Price		213,382	110,681	238,356	281,129	400,000
Total Closed Units	100%	213,382	13	27	7	1
Total Closed Volume		10,242,350	1.44M	6.44M	1.97M	400.00K

October 2024



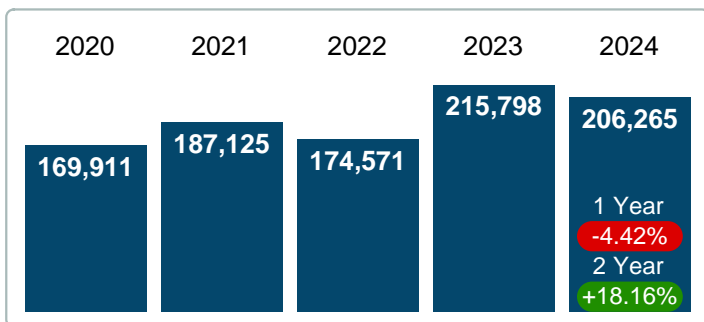
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



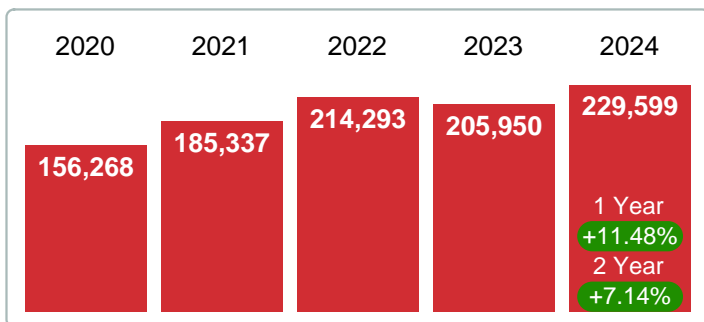
AVERAGE SOLD PRICE AT CLOSING

Report produced on Nov 11, 2024 for MLS Technology Inc.

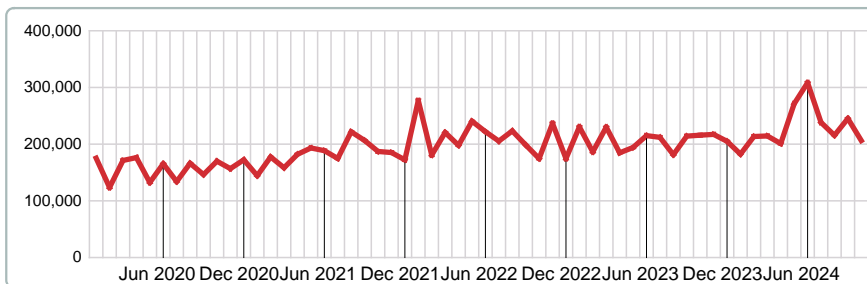
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

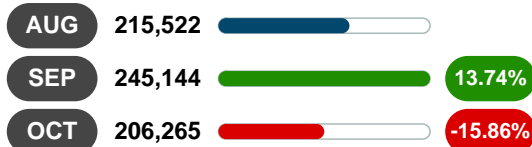


3 MONTHS

5 year OCT AVG = 190,734

High Jun 2024 308,334 Low Feb 2020 123,607

Average Sold Price at Closing this month at 206,265 above the 5 yr OCT average of 190,734



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10.42%	39,400	39,400	0	0	0
\$50,001 - \$100,000	6.25%	79,000	72,000	82,500	0	0
\$100,001 - \$125,000	8.33%	108,350	107,800	110,000	0	0
\$125,001 - \$175,000	25.00%	142,892	150,500	144,757	133,467	0
\$175,001 - \$250,000	25.00%	204,767	219,000	201,920	0	0
\$250,001 - \$375,000	14.58%	309,057	0	302,700	324,950	0
\$375,001 and up	10.42%	539,600	0	690,000	458,500	401,000
Average Sold Price		206,265	102,415	229,667	281,043	401,000
Total Closed Units	100%	206,265	13	27	7	1
Total Closed Volume		9,900,700	1.33M	6.20M	1.97M	401.00K

October 2024



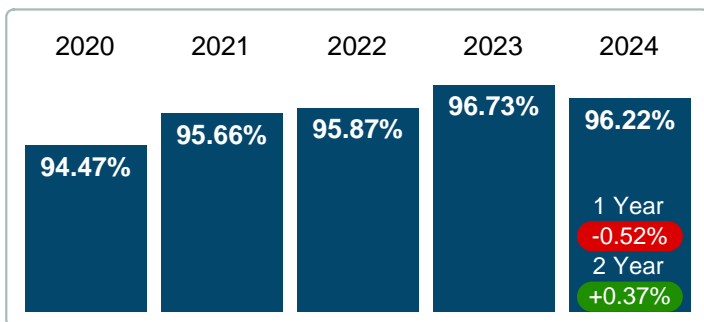
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



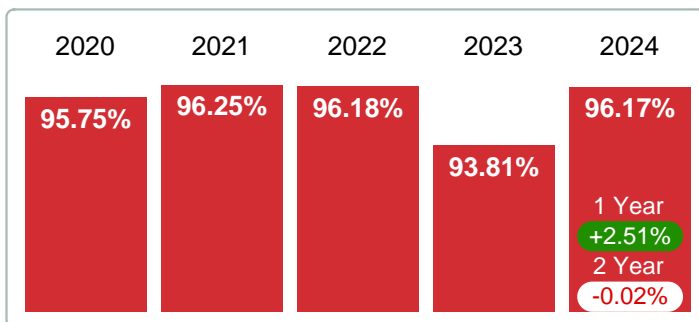
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2024 for MLS Technology Inc.

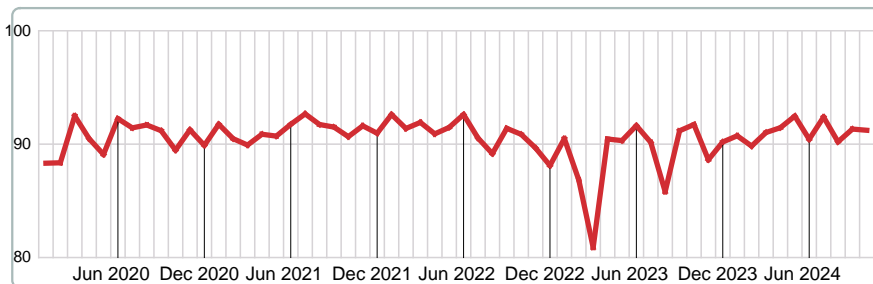
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

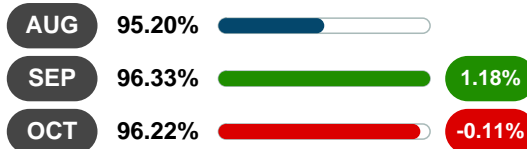


3 MONTHS

5 year OCT AVG = 95.79%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **96.22%** equal to 5 yr OCT average of **95.79%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	10.42%	88.58%	88.58%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	3	6.25%	89.98%	90.11%	89.91%	0.00%	0.00%
\$100,001 - \$125,000	4	8.33%	91.41%	90.81%	93.22%	0.00%	0.00%
\$125,001 - \$175,000	12	25.00%	98.23%	91.38%	99.48%	99.88%	0.00%
\$175,001 - \$250,000	12	25.00%	99.27%	98.14%	99.50%	0.00%	0.00%
\$250,001 - \$375,000	7	14.58%	98.70%	0.00%	98.19%	100.00%	0.00%
\$375,001 and up	5	10.42%	95.86%	0.00%	89.53%	100.00%	100.25%
Average Sold/List Ratio		96.20%		91.11%	97.57%	99.95%	100.25%
Total Closed Units		48	100%	13	27	7	1
Total Closed Volume		9,900,700		1.33M	6.20M	1.97M	401.00K

October 2024



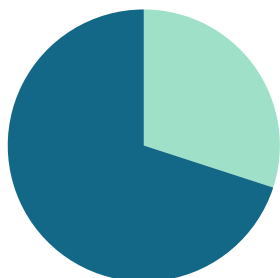
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Nov 11, 2024 for MLS Technology Inc.

INVENTORY

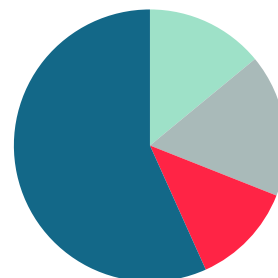


Inventory
 New Listings **87 = 30.00%**
 Start Inventory **203**
 Total Inventory Units **290**
 Volume **\$88,358,697**

Market Activity

Closed Sales **48 = 14.04%**
 Pending Sales **58 = 16.96%**
 Other Off Market **42 = 12.28%**
 Active Inventory **194 = 56.73%**

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	47	48	2.13%	550	472	-14.18%
Pending Sales	39	58	48.72%	557	516	-7.36%
New Listings	68	87	27.94%	799	789	-1.25%
Average List Price	222,846	213,382	-4.25%	217,476	238,101	9.48%
Average Sale Price	215,798	206,265	-4.42%	205,950	229,599	11.48%
Average Percent of Selling Price to List Price	96.73%	96.22%	-0.52%	93.81%	96.17%	2.51%
Average Days on Market to Sale	52.68	38.81	-26.33%	39.14	40.41	3.24%
Monthly Inventory	202	194	-3.96%	202	194	-3.96%
Months Supply of Inventory	3.84	4.16	8.58%	3.84	4.16	8.58%

Absorption: Last 12 months, an Average of **47** Sales/Month

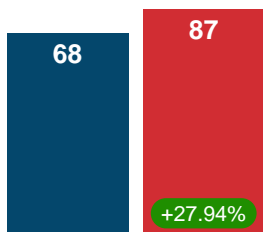
Inventory on October 31, 2024 = **194**

2023 **2024**

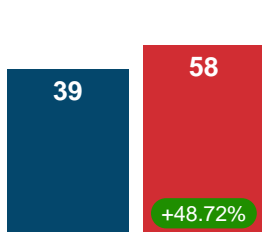
OCTOBER MARKET

AVERAGE PRICES

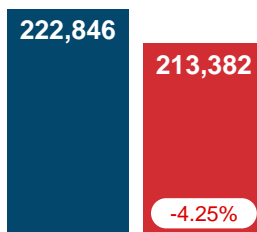
New Listings



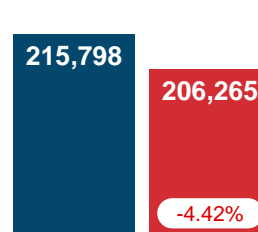
Pending Listings



List Price



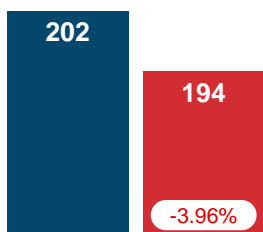
Sale Price



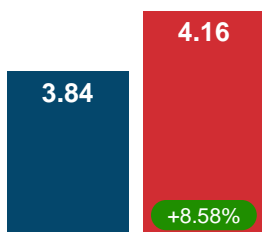
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

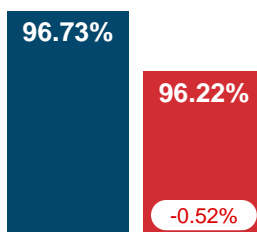
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

